MC 87-I-28G(P)

PRELIMINARY REPORT
INDUSTRY SERIES

1987 Census of Manufactures

MC87-I-28G(P)
Issued July 1989

AGRICULTURAL CHEMICALS

Industries 2873, 2874, 2875, and 2879

INTRODUCTION

This report presents preliminary statistics from the 1987 Census of Manufactures for those establishments classified in the industries listed above. These data will be superseded by a more comprehensive final paperbound report. The method of data collection and use of administrative data are discussed in detail in the appendix.

All dollar figures included in this report are at prices current for the year specified and, therefore, unadjusted for changes in price levels. Consequently, when making comparisons to prior years, users should take into consideration the inflation that has occurred.

The definitions of these industries are the same as those used in the 1987 Standard Industrial Classification (SIC) Manual.[1]

INDUSTRY 2873, NITROGENOUS FERTILIZERS

In the 1987 Census of Manufactures, Industry 2873, Nitrogenous Fertilizers, had employment of 7.4 thousand. The employment figure was 29 percent below the 10.4 thousand reported in 1982.

The total value of shipments for establishments classified in this industry was $2.4 billion.

In 1987, establishments in this industry accounted for 80 percent of products considered primary to the industry regardless of the industry in which they were produced (coverage ratio). In 1982, the coverage ratio was 79. The products primary to this industry appear in table 2 and aggregated to $2.8 billion in 1987.

The cost of materials and services used by establishments in this industry amounted to $1.5 billion in 1987. Data on specific materials consumed appear in table 3.

INDUSTRY 2874, PHOSPHATIC FERTILIZERS

In the 1987 Census of Manufactures, Industry 2874, Phosphatic Fertilizers, had employment of 9.3 thousand. The employment figure was 35 percent below the 14.3 thousand reported in 1982.

The total value of shipments for establishments classified in this industry was $3.8 billion. The products primary to this industry appear in table 2 and aggregated to $3.6 billion in 1987.

The cost of materials and services used by establishments in this industry amounted to $2.6 billion in 1987. Data on specific materials consumed appear in table 3.

INDUSTRY 2875, FERTILIZERS, MIXING ONLY

In the 1987 Census of Manufactures, Industry 2875, Fertilizers, Mixing Only, had employment of 7.3 thousand. The employment figure was 25 percent below the 9.8 thousand reported in 1982.

The total value of shipments for establishments classified in this industry was $1.6 billion. The products primary to this industry appear in table 2 and aggregated to $1.3 billion in 1987.

The cost of materials and services used by establishments in this industry amounted to $1.2 billion in 1987. Data on specific materials consumed appear in table 3.

INDUSTRY 2879, AGRICULTURAL CHEMICALS, N.E.C.

In the 1987 Census of Manufactures, Industry 2879, Agricultural Chemicals, N.E.C., had employment of 15.7

[1] **Standard Industrial Classification Manual: 1987.** For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

Address inquiries to Bureau of the Census, Industry Division, Washington, DC 20233, or call **Andrew W. Hait** (301) 763-2510.

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thousand. The employment figure was 5 percent below the 16.5 thousand reported in 1982.

The total value of shipments for establishments classified in this industry was $6.3 billion.

In 1987, establishments in this industry accounted for 83 percent of products considered primary to the industry regardless of the industry in which they were produced (coverage ratio). In 1982, the coverage ratio was 87. The products primary to this industry appear in table 2 and aggregated to $5.6 billion in 1987.

The cost of materials and services used by establishments in this industry amounted to $2.5 billion in 1987. Data on specific materials consumed appear in table 3.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the tables in this publication:

-	Represents zero.
(D)	Withheld to avoid disclosing data for individual companies; data are included in higher level totals.
(NA)	Not available.
(NC)	Not comparable.
(S)	Withheld because estimate did not meet publication standards on the basis of either the response rate or a consistency review.
(X)	Not applicable.
(Z)	Less than half the unit shown.
do	Ditto.
n.e.c.	Not elsewhere classified.
n.s.k.	Not specified by kind.
pt.	Part.
r	Revised.
SIC	Standard Industrial Classification.

Other abbreviations, such as lb, gal, yd, doz, bbl, and s tons, are used in the customary sense.

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Census/ASM		
Durables	Kenneth Hansen	(301) 763-7304
Nondurables	Michael Zampogna	(301) 763-2510
Current Industrial Reports		
Durables	Malcolm Bernhardt	(301) 763-2518
Nondurables	Thomas Flood	(301) 763-5911
Import/Export Publications	Foreign Trade Division	(301) 763-5140
Industry Analysis and Forecasts	International Trade Administration	(202) 377-4356

Table 1. Historical Statistics for the Industry: 1987 and Earlier Years

[Excludes data for auxiliaries. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendix.]

Year[1]	Companies[2] (no.)	All establishments[3] Total (no.)	All establishments[3] With 20 employees or more (no.)	All employees Number (1,000)	All employees Payroll (million dollars)	Production workers Number (1,000)	Production workers Hours (millions)	Production workers Wages (million dollars)	Value added by manufacture[4] (million dollars)	Cost of materials (million dollars)	Value of shipments (million dollars)	New capital expenditures (million dollars)	End-of-year inventories[4] (million dollars)	Ratios Specialization (percent)	Ratios Coverage (percent)
INDUSTRY 2873, NITROGENOUS FERTILIZERS															
1987 Census	(NA)	165	71	7.4	222.2	4.5	9.6	125.1	867.5	1 486.2	2 424.9	37.8	344.1	93	80
1986 ASM	(NA)	(NA)	(NA)	6.6	202.4	4.0	8.8	114.1	626.6	1 433.6	2 177.6	84.9	358.6	(NA)	(NA)
1985 ASM	(NA)	(NA)	(NA)	8.7	259.5	5.4	11.0	149.8	1 086.3	2 393.9	3 469.6	112.5	544.7	(NA)	(NA)
1984 ASM	(NA)	(NA)	(NA)	8.5	244.0	5.2	10.8	136.8	1 307.1	2 346.3	3 574.8	77.9	524.1	(NA)	(NA)
1983 ASM	(NA)	(NA)	(NA)	8.7	231.0	5.1	10.8	131.5	913.2	2 006.8	2 950.2	55.3	483.5	(NA)	(NA)
1982 Census	109	143	75	10.4	268.1	6.3	13.5	156.3	981.0	2 395.3	3 391.1	145.3	511.8	88	79
1981 ASM	(NA)	(NA)	(NA)	10.7	269.7	6.8	15.2	155.9	1 373.1	2 394.8	3 662.9	151.8	457.6	(NA)	(NA)
1980 ASM	(NA)	(NA)	(NA)	11.0	242.9	7.2	15.2	149.1	1 381.1	2 059.3	3 423.3	114.2	356.8	(NA)	(NA)
1979 ASM	(NA)	(NA)	(NA)	11.1	221.6	7.1	15.0	135.4	987.2	1 651.8	2 673.3	197.1	327.4	(NA)	(NA)
1978 ASM	(NA)	(NA)	(NA)	12.1	225.5	7.5	15.9	132.8	1 073.4	1 586.1	2 661.9	300.6	382.1	(NA)	(NA)
1977 Census	110	152	88	12.1	207.9	7.9	17.1	128.4	1 204.7	1 447.3	2 603.4	734.4	378.0	84	74
1976 ASM	(NA)	(NA)	(NA)	11.3	189.8	7.4	16.7	115.8	1 238.6	1 171.7	2 384.5	604.7	290.9	(NA)	(NA)
1975 ASM	(NA)	(NA)	(NA)	10.6	160.8	7.1	15.2	98.8	1 582.4	968.9	2 500.3	400.0	238.4	(NA)	(NA)
1974 ASM	(NA)	(NA)	(NA)	10.1	132.6	7.1	14.8	84.8	1 141.3	671.1	1 789.4	155.6	152.1	(NA)	(NA)
1973 ASM	(NA)	(NA)	(NA)	9.2	113.1	6.3	13.8	74.3	500.2	448.0	970.4	104.4	106.9	(NA)	(NA)
1972 Census	48	73	66	9.4	104.3	6.1	13.2	64.3	447.6	362.7	799.4	33.2	116.2	85	69
INDUSTRY 2874, PHOSPHATIC FERTILIZERS															
1987 Census	(NA)	77	42	9.3	286.2	6.1	13.2	172.9	1 166.6	2 613.0	3 820.8	63.4	384.8	92	(NA)
1986 ASM	(NA)	(NA)	(NA)	11.3	321.9	7.3	15.1	191.2	612.4	2 709.6	3 396.4	218.2	459.8	(NA)	(NA)
1985 ASM	(NA)	(NA)	(NA)	13.0	350.5	8.7	18.0	218.2	771.4	3 392.1	4 184.2	178.7	586.0	(NA)	(NA)
1984 ASM	(NA)	(NA)	(NA)	13.0	337.2	8.9	18.8	217.0	1 065.0	3 576.6	4 541.1	139.8	601.7	(NA)	(NA)
1983 ASM	(NA)	(NA)	(NA)	12.9	308.0	9.1	19.0	206.1	965.5	2 981.4	3 969.4	99.2	522.2	(NA)	(NA)
1982 Census	69	110	74	14.3	328.2	9.7	20.0	206.8	760.5	3 055.8	3 921.9	229.6	581.9	94	67
1981 ASM	(NA)	(NA)	(NA)	15.6	345.3	10.8	24.4	221.5	1 078.2	3 338.8	4 316.2	688.0	692.4	(NA)	(NA)
1980 ASM	(NA)	(NA)	(NA)	15.6	316.6	11.0	25.0	206.6	1 501.6	3 110.8	4 535.0	319.9	517.2	(NA)	(NA)
1979 ASM	(NA)	(NA)	(NA)	14.9	267.0	10.5	23.2	176.9	1 068.2	2 415.9	3 523.9	117.3	375.0	(NA)	(NA)
1978 ASM	(NA)	(NA)	(NA)	14.5	236.6	10.2	22.2	154.6	771.4	2 080.1	2 863.7	219.9	402.7	(NA)	(NA)
1977 Census	44	91	69	14.4	212.8	10.1	21.7	139.2	817.7	1 917.6	2 681.7	111.8	419.7	93	58
1976 ASM	(NA)	(NA)	(NA)	14.9	201.5	10.7	22.5	130.5	726.9	1 696.0	2 439.1	225.6	370.6	(NA)	(NA)
1975 ASM	(NA)	(NA)	(NA)	16.0	199.6	11.7	24.7	135.2	1 178.8	1 685.6	2 746.9	303.2	378.8	(NA)	(NA)
1974 ASM	(NA)	(NA)	(NA)	14.8	162.4	11.1	24.0	111.2	1 028.1	1 247.9	2 222.4	297.7	233.3	(NA)	(NA)
1973 ASM[5]	(NA)	(NA)	(NA)	13.1	128.0	9.6	20.8	88.4	543.6	795.6	1 357.5	88.3	129.8	(NA)	(NA)
1972 Census	65	145	115	14.9	135.1	10.8	23.1	91.9	426.4	740.9	1 178.9	65.8	157.8	89	57
INDUSTRY 2875, FERTILIZERS, MIXING ONLY															
1987 Census	(NA)	436	111	7.3	140.2	4.6	9.2	69.2	427.1	1 205.6	1 630.8	25.9	244.9	99	(NA)
1986 ASM	(NA)	(NA)	(NA)	8.2	150.0	5.1	10.4	76.7	492.3	1 242.7	1 738.9	19.3	251.4	(NA)	(NA)
1985 ASM	(NA)	(NA)	(NA)	8.2	149.7	5.2	10.3	76.4	515.8	1 369.4	1 894.2	22.0	273.7	(NA)	(NA)
1984 ASM	(NA)	(NA)	(NA)	8.5	147.1	5.5	10.8	74.5	487.3	1 450.5	1 947.2	30.4	325.1	(NA)	(NA)
1983 ASM[5]	(NA)	(NA)	(NA)	9.3	146.1	5.8	11.4	74.4	516.4	1 386.1	1 902.9	34.3	341.4	(NA)	(NA)
1982 Census	372	544	149	9.8	155.7	6.0	12.2	76.5	406.5	1 445.5	1 903.4	35.4	344.1	97	64
1981 ASM[5]	(NA)	(NA)	(NA)	12.0	157.6	7.4	16.5	89.4	589.1	1 914.3	2 489.4	48.8	331.7	(NA)	(NA)
1980 ASM	(NA)	(NA)	(NA)	12.6	157.9	7.7	17.3	84.9	735.4	1 856.6	2 535.6	[6]61.4	365.0	(NA)	(NA)
1979 ASM	(NA)	(NA)	(NA)	10.4	132.6	7.1	15.0	68.9	697.8	1 447.4	2 113.4	[6]85.0	241.9	(NA)	(NA)
1978 ASM	(NA)	(NA)	(NA)	10.9	129.0	7.0	13.7	63.7	466.4	1 255.4	1 716.1	[6]48.1	305.9	(NA)	(NA)
1977 Census	456	673	204	12.4	139.1	8.1	16.0	68.9	488.9	1 373.0	1 866.6	41.9	306.5	95	75
1976 ASM	(NA)	(NA)	(NA)	10.4	110.5	6.7	13.1	56.7	410.7	1 195.6	1 616.1	34.9	247.7	(NA)	(NA)
1975 ASM	(NA)	(NA)	(NA)	11.1	110.4	7.1	13.5	55.0	544.9	1 213.5	1 723.8	49.9	290.9	(NA)	(NA)
1974 ASM	(NA)	(NA)	(NA)	11.1	101.2	7.2	13.8	50.1	499.0	995.9	1 434.9	34.9	245.0	(NA)	(NA)
1973 ASM	(NA)	(NA)	(NA)	12.0	88.3	7.7	15.3	44.4	314.3	683.7	995.1	22.8	152.5	(NA)	(NA)
1972 Census	444	627	188	11.4	82.5	7.2	14.2	41.4	263.6	542.6	800.0	17.2	143.9	96	58
INDUSTRY 2879, AGRICULTURAL CHEMICALS, N.E.C.															
1987 Census	(NA)	272	102	15.7	510.4	9.0	18.3	251.2	3 852.9	2 497.7	6 333.4	232.6	888.2	78	83
1986 ASM	(NA)	(NA)	(NA)	14.8	477.6	8.8	18.0	241.2	2 976.2	2 336.7	5 357.0	200.6	771.3	(NA)	(NA)
1985 ASM	(NA)	(NA)	(NA)	15.0	436.8	8.9	17.7	221.4	2 754.5	2 490.2	5 217.1	194.8	728.3	(NA)	(NA)
1984 ASM	(NA)	(NA)	(NA)	15.3	433.4	9.2	18.4	222.1	3 051.4	2 599.2	5 694.6	200.4	706.3	(NA)	(NA)
1983 ASM	(NA)	(NA)	(NA)	15.0	389.3	8.7	16.6	195.4	2 713.1	2 180.7	4 903.6	141.7	758.7	(NA)	(NA)
1982 Census	286	330	119	16.5	403.8	9.7	18.7	204.4	2 948.9	2 449.2	5 436.1	288.5	783.7	81	87
1981 ASM	(NA)	(NA)	(NA)	17.2	383.6	10.7	21.0	200.3	3 177.1	2 728.4	5 867.5	252.8	754.3	(NA)	(NA)
1980 ASM	(NA)	(NA)	(NA)	16.3	319.2	9.8	19.4	160.9	2 080.5	2 192.8	4 240.8	213.9	626.4	(NA)	(NA)
1979 ASM	(NA)	(NA)	(NA)	16.7	299.6	10.2	19.9	151.0	1 892.3	2 086.6	3 934.7	208.2	593.3	(NA)	(NA)
1978 ASM	(NA)	(NA)	(NA)	15.8	260.7	9.7	18.7	133.1	1 605.1	1 776.5	3 351.7	252.9	507.4	(NA)	(NA)
1977 Census	338	409	121	15.0	224.1	9.3	17.9	118.2	1 299.3	1 496.2	2 780.4	219.2	460.6	83	77
1976 ASM	(NA)	(NA)	(NA)	15.4	220.1	8.6	17.2	109.7	1 386.6	1 384.6	2 755.2	188.4	427.9	(NA)	(NA)
1975 ASM	(NA)	(NA)	(NA)	14.4	181.6	8.1	16.4	84.7	1 239.4	1 112.6	2 290.9	207.2	372.3	(NA)	(NA)
1974 ASM	(NA)	(NA)	(NA)	13.7	153.5	7.7	15.4	72.4	1 144.2	872.1	1 974.8	96.9	299.2	(NA)	(NA)
1973 ASM	(NA)	(NA)	(NA)	12.5	130.3	6.9	13.6	59.0	739.2	599.2	1 325.9	54.2	210.7	(NA)	(NA)
1972 Census	298	388	113	12.2	116.5	6.8	13.2	53.5	598.9	547.4	1 150.8	39.5	183.4	87	72

Note: Establishments of single unit companies with up to 20 employees (cutoff varied by industry) were excluded from the mail portion of the census. Data for these establishments (and a small number of larger establishments whose reports were not received at the time the data were tabulated) were estimated based on administrative-record information from other agencies in conjunction with industry averages. These establishments accounted for the following percent of total value of shipments: SIC 2873, 7%; SIC 2874, 4%; SIC 2875, 19%; SIC 2879, 5%.

[1]In annual survey of manufactures (ASM) years, data are estimates based on a representative sample of establishments canvassed annually and may differ from results of a complete canvass of all establishments. ASM publication shows percentage standard errors. Unless otherwise noted, for data prior to 1972, see 1972 Census of Manufactures, vol. II, table 1a of the Industry chapter.

[2]For the census, a company is defined as a business organization consisting of one establishment or more under common ownership or control.

[3]Includes establishments with payroll at any time during year.

[4]Beginning with the 1982 Census of Manufactures, all respondents were requested to report their inventories at (the lower of) cost or market prior to adjustment to LIFO cost. This is a change from prior Censuses and annual surveys of manufactures in which respondents were permitted to value their inventories using any generally accepted accounting method. Consequently, inventories and value added by manufacture are not comparable to prior-year data.

[5]Data either have associated standard errors exceeding 15 percent or are not consistent with other census series and related data; thus, these estimates may be of limited reliability.

[6]Estimates for new capital expenditures have associated standard error of 15 percent or more and may be of limited reliability. Estimates for other data items are of acceptable reliability.

Table 2. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1987 and 1982

[Includes quantity and value of products of this industry produced by (1) establishments classified in this industry (primary) and (2) establishments classified in other industries (secondary). Transfers of products of this industry from one establishment of a company to another establishment of the same company (interplant transfers) are also included. For further explanation, see Value of Shipments in appendix. For meaning of abbreviations and symbols, see introductory text]

1987 product code	Product	1987			1982		
		Number of companies with shipments of $100,000 or more	Product shipments[1]		Number of companies with shipments of $100,000 or more	Product shipments[1]	
			Quantity[2]	Value (million dollars)		Quantity[2]	Value (million dollars)
2873- —	**NITROGENOUS FERTILIZERS**						
	Total	**(NA)**	**(X)**	**2 756.7**	**(NA)**	**(X)**	**3 398.6**
28731 —	Synthetic ammonia, nitric acid, and ammonium compounds:						
28731 00	Synthetic ammonia, nitric acid, and ammonium compounds (for additional detail, see Current Industrial Report MA-28B, Inorganic Fertilizer Materials and Related Products)	(NA)	(X)	2 097.9	(NA)	(X)	2 745.6
28732 —	Urea:						
28732 00	Urea (for additional detail, see Current Industrial Report MA-28B, Inorganic Fertilizer Materials and Related Products and U.S. International Trade Commission publication, Synthetic Organic Chemicals, 1987 and 1982)	(NA)	(X)	466.5	32	(X)	540.7
28733 —	Fertilizer materials of organic origin:						
28733 00	Fertilizer materials of organic origin, including activated sewage sludge, processed tankage, and other natural fertilizer materials, 1,000 s tons	(NA)	*1 422.8	74.9	17	(S)	30.0
28730 —	Nitrogenous fertilizers, n.s.k.	(NA)	(X)	117.4	(NA)	(X)	82.3
28730 00	Nitrogenous fertilizers, n.s.k., typically for establishments with 5 employees or more (see note)	(NA)	(X)	72.5	(NA)	(X)	67.7
28730 02	Nitrogenous fertilizers, n.s.k., typically for establishments with less than 5 employees (see note)	(NA)	(X)	44.9	(NA)	(X)	14.6
2874- —	**PHOSPHATIC FERTILIZERS**						
	Total	**(NA)**	**(X)**	**3 612.2**	**(NA)**	**(X)**	**3 742.0**
28741 —	Phosphoric acid:						
28741 00	Phosphoric acid (for additional detail, see Current Industrial Report MA-28B, Inorganic Fertilizer Materials and Related Products)	(NA)	(X)	1 166.6	2	(X)	1 028.9
28742 —	Superphosphate and other phosphatic fertilizer materials:						
28742 00	Superphosphate and other phosphatic fertilizer materials (for additional detail, see Current Industrial Report MA-28B, Inorganic Fertilizer Materials and Related Products)	(NA)	(X)	2 155.3	33	(X)	1 997.6
28744 —	Mixed fertilizers, produced from one or more materials made in the same plant (i.e., superphosphate) (see also code 28750)	(NA)	(X)	256.6	(NA)	(X)	708.6
28744 10	In packages, tablets, and similar forms of a gross weight not exceeding 10 kg (22 lb), 1,000 s tons	(NA)	(D)	(D)			
	In bulk or in packages of a gross weight of 10 kg (22 lb) or more:						
	Containing nitrogen, phosphorus, and potassium (n.p.k.):						
28744 20	Dry, 1,000 s tons	(NA)	898.7	118.9			
28744 30	Fluid, do	(NA)	(D)	(D)	49	*4 789.0	703.1
	Containing both nitrogen and phosphorus (n.p.):						
28744 40	Dry, 1,000 s tons	(NA)	(D)	(D)			
28744 50	Fluid, do	(NA)	(D)	(D)			
	Containing both phosphorous and potassium (p.k.) and all other combinations:						
28744 60	Dry, 1,000 s tons	(NA)	79.5	11.9			
28744 70	Fluid, do	(NA)	-	-			
28744 00	Mixed fertilizers produced from one or more materials made in the same plant, n.s.k.	(NA)	(X)	67.8	(NA)	(X)	5.5
28740 —	Phosphatic fertilizers, n.s.k.	(NA)	(X)	33.7	(NA)	(X)	6.8
28740 00	Phosphatic fertilizers, n.s.k., typically for establishments with 10 employees or more (see note)	(NA)	(X)	10.0	(NA)	(X)	6.8
28740 02	Phosphatic fertilizers, n.s.k., typically for establishments with less than 10 employees (see note)	(NA)	(X)	23.7	(NA)	(X)	-
2875- —	**FERTILIZERS, MIXING ONLY**						
	Total	**(NA)**	**(X)**	**1 334.6**	**(NA)**	**(X)**	**1 528.9**
28750 —	Mixed fertilizers, made by plants which do not manufacture fertilizer materials (see also code 28744):						
28750 10	In packages, tablets, and similar forms of a gross weight not exceeding 10 kg (22 lb), 1,000 s tons	(NA)	(S)	120.0			
	In bulk or in packages of a gross weight of 10 kg or more:						
	Containing nitrogen, phosphorus, and potassium (n.p.k.):						
28750 20	Dry, 1,000 s tons	(NA)	*2 864.3	544.6			
28750 30	Fluid, do	(NA)	480.0	71.9			
	Containing both nitrogen and phosphorus (n.p.):				(NA)	*7 467.7	1 312.1
28750 40	Dry, 1,000 s tons	(NA)	218.7	35.9			
28750 50	Fluid, do	(NA)	161.6	30.9			
	Containing both phosphorus and potassium (p.k.) and all other combinations:						
28750 60	Dry, 1,000 s tons	(NA)	545.8	88.0			
28750 70	Fluid, do	(NA)	237.7	30.0			

See footnotes at end of table.

Table 2. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1987 and 1982—Con.

[Includes quantity and value of products of this industry produced by (1) establishments classified in this industry (primary) and (2) establishments classified in other industries (secondary). Transfers of products of this industry from one establishment of a company to another establishment of the same company (interplant transfers) are also included. For further explanation, see Value of Shipments in appendix. For meaning of abbreviations and symbols, see introductory text]

1987 product code	Product	1987			1982		
		Number of companies with shipments of $100,000 or more	Product shipments[1]		Number of companies with shipments of $100,000 or more	Product shipments[1]	
			Quantity[2]	Value (million dollars)		Quantity[2]	Value (million dollars)
2875- —	**FERTILIZERS, MIXING ONLY**—Con.						
28750 —	Mixed fertilizers, made by plants which do not manufacture fertilizer materials (see also code 28741)—Con.						
28750 00	Fertilizers, mixing only, n.s.k., typically for establishments with 10 or more employees (see note)	(NA)	(X)	351.4	(NA)	(X)	157.1
28750 02	Fertilizers, mixing only, n.s.k., typically for establishments with less than 10 employees (see note)	(NA)	(X)	62.0	(NA)	(X)	59.7
2879- —	**AGRICULTURAL CHEMICALS, N.E.C.**						
	Total	**(NA)**	**(X)**	**5 575.2**	**(NA)**	**(X)**	**4 794.0**
28795 —	Insecticidal preparations (formulations) primarily for agricultural, garden, and health service use	(NA)	(X)	1 237.7	(NA)	(X)	986.2
28795 20	Preparations containing inorganic compounds, mil lb	(NA)	(D)	(D)	12	**108.6	140.4
	Preparations containing organic compounds:						
28795 21	Chlorinated hydrocarbon insecticidal preparations, mil lb	(NA)	(D)	(D)	23	37.8	60.6
28795 31	Carbamate insecticidal preparations, do	(NA)	(S)	392.0	23	156.8	204.4
28795 41	Organo-phosphate insecticidal preparations, do	(NA)	227.4	564.1	31	146.3	363.8
28795 61	Biological (botanical, bacterial, etc.) insecticidal preparations, do	(NA)	(S)	32.4	11	22.5	34.5
28795 79	Other organic insecticidal preparations, do	(NA)	**62.4	193.4	23	50.1	143.6
28795 00	Insecticidal preparations (formulations) primarily for agricultural, garden, and health service use, n.s.k.	(NA)	(X)	19.9	(NA)	(X)	18.9
28796 —	Herbicidal preparations (formulations) primarily for agricultural, garden, and health service use	(NA)	(X)	2 644.1	(NA)	(X)	2 641.7
28796 25	Preparations containing inorganic compounds, mil lb	(NA)	(D)	(D)	9	(D)	(D)
	Preparations containing organic compounds:						
28796 41	Phenoxy compound herbicidal preparations, mil lb	(NA)	**135.3	147.4	21	203.8	219.0
28796 51	Metal organic herbicidal preparations, do	(NA)	(D)	(D)	7	18.9	19.7
28796 61	Urea herbicidal preparations, do	(NA)	22.8	101.9	4	(D)	(D)
28796 65	Triazine herbicidal preparations, do	(NA)	*227.7	607.6	10	194.5	527.3
28796 71	Amide herbicidal preparations, do	(NA)	(D)	(D)	5	(D)	(D)
28796 75	Benzoic herbicidal preparations, do	(NA)	10.7	34.8	4	(D)	(D)
28796 81	Other organic herbicidal preparations, do	(NA)	(S)	1 407.8	36	666.3	1 273.1
28796 00	Herbicidal preparations (formulations) primarily for agricultural, garden, and health service use, n.s.k.	(NA)	(X)	31.4	(NA)	(X)	25.4
28797 —	Fungicidal preparations (formulations) primarily for agricultural, garden, and health service use	(NA)	(X)	502.7	(NA)	(X)	348.6
28797 21	Preparations containing inorganic compounds, mil lb	(NA)	(S)	50.1	14	(S)	34.4
28797 51	Preparations containing organic compounds, do	(NA)	*113.9	433.7	28	112.5	303.0
28797 00	Fungicidal preparations (formulations) primarily for agricultural, garden, and health service use, n.s.k.	(NA)	(X)	19.0	(NA)	(X)	11.3
28798 —	Other pesticidal preparations and agricultural chemicals, n.e.c., primarily for agricultural, garden, and health service use	(NA)	(X)	272.9	(NA)	(X)	192.8
	Fumigants:						
28798 12	Soil fumigants, mil lb	(NA)	33.2	27.6	6	20.7	19.1
28798 18	All other fumigants, including space, do	(NA)	13.3	25.7	6	**14.2	15.5
28798 22	Defoliants and desiccants, do	(NA)	13.4	41.9	9	7.0	12.8
28798 30	Disinfectants, do						
28798 83	All other pesticidal preparations and agricultural chemicals, n.e.c., primarily for agricultural and health service use, including animal dips, nematocides, miticides, molluscicides, soil conditioners, rodenticides, arsenic compounds, growth regulants, plant hormones, etc.), do	(NA)	(S)	171.2	32	(S)	127.6
28798 00	Other pesticidal preparations and agricultural chemicals, n.e.c., primarily for agricultural, garden, and health service use, n.s.k.	(NA)	(X)	6.5	(NA)	(X)	17.9
28799 —	Household pesticidal preparations, including industrial exterminants	(NA)	(X)	601.0	(NA)	(X)	468.2
	Insecticides for crawling insects, excluding fumigants:						
28799 12	Aerosols	(NA)	(X)	155.7	21	(X)	103.3
28799 15	Nonaerosols	(NA)	(X)	85.8	27	(X)	94.4
	Insecticides for flying insects, excluding fumigants:						
28799 21	Aerosols	(NA)	(X)	167.4	17	(X)	127.5
28799 24	Nonaerosols	(NA)	(X)	41.1	12	(X)	15.6
28799 35	Repellents and attractants for insects, birds, fish, and other animals	(NA)	(X)	58.0	11	(X)	41.8
28799 71	Rodenticides	(NA)	(X)	23.2	12	(X)	32.1
28799 86	Other household pesticidal preparations, n.e.c.	(NA)	(X)	49.4	11	(X)	34.5
28799 00	Household pesticidal preparations, including industrial exterminants, n.s.k.	(NA)	(X)	20.5	(NA)	(X)	18.9
28790 —	Agricultural chemicals, n.e.c., n.s.k.	(NA)	(X)	316.8	(NA)	(X)	176.4
28790 00	Agricultural chemicals, n.e.c., n.s.k., typically for establishments with 5 employees or more (see note)	(NA)	(X)	156.0	(NA)	(X)	122.3
28790 02	Agricultural chemicals, n.e.c., n.s.k., typically for establishments with less than 5 employees (see note)	(NA)	(X)	160.8	(NA)	(X)	54.1

Note: In 1987 Census of Manufactures, data for establishments of small single unit companies with up to 20 employees were estimated from administrative-record data rather than data actually collected from respondents. Employment cutoffs used for administrative records for each industry and shipments figures are included in code ending with "002". In both 1987 and 1982 Censuses of Manufactures, products not completely identified on standard forms were coded in appropriate product class (five-digit) followed by "00" or to appropriate product group code (four-digit) followed by "000".

[1]Data reported by all producers, not just those with shipments of $100,000 or more.

Table 2. Product and Product Classes—Quantity and Value of Shipments by All Producers: 1987 and 1982—Con.

[2]For some establishments, data have been estimated from central unit values which are based on quantity-value relationships of reported data. The following symbols are used when percentage of each quantity figure estimated in this manner equals or exceeds 10 percent of published figure: * 10 to 19 percent estimated; ** 20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by (S).

Table 3. Materials Consumed by Kind: 1987 and 1982

[Includes quantity and cost of materials consumed or put into production by establishments classified only in this industry. For further explanation, see Cost of Materials in appendix. For meaning of abbreviations and symbols, see introductory text]

1987 material code	Material	1987			1982		
		Consumption of materials received from other establishments		Materials made and consumed in same plant (quantity)	Consumption of materials received from other establishments		Materials made and consumed in same plant (quantity)
		Quantity[1]	Delivered cost (million dollars)		Quantity[1]	Delivered cost (million dollars)	
	INDUSTRY 2873, NITROGENOUS FERTILIZERS						
	Materials, containers, and supplies	**(X)**	**958.4**	**(X)**	**(X)**	**1 387.6**	**(X)**
	Nitrogenous materials:						
287312	Ammonia, synthetic, anhydrous (100% NH_3) 1,000 s tons	1 841.8	193.8	(NA)	1 721.9	230.8	4 925.8
287313	Ammoniating or nitrogen solutions, including mixtures containing urea (100% N) do	(D)	(D)	(NA)	(S)	25.7	1 649.0
287314	Ammonium nitrate, including solutions (100% NH_4NO_3) do	(D)	(D)	(NA)	(D)	(D)	2 758.8
287315	Ammonium sulfate (100% $(NH_4)_2SO_4$) do	(D)	(D)	(NA)	(D)	(D)	-
287321	Urea (100% $CO(NH_2)_2$) do	155.1	17.5	(NA)	174.9	25.8	1 481.2
287316	Other nitrogenous materials, including potassium nitrate, calcium cyanamide, and limestone mixtures do	(D)	(D)	(NA)	(D)	(D)	805.8
	Phosphatic materials:						
287422	Superphosphate - total used in mixed goods (100% P_2O_5) 1,00 s tons	(D)	(D)	(NA)	(D)	(D)	(D)
287410	Phosphoric acid (100% P_2O_5) do	(D)	(D)	(NA)	20.9	6.7	-
287429	Other phosphatic materials (including diammonium phosphate and monoammonium phosphate) (100% P_2O_5) do	(D)	(D)	(X)	(D)	(D)	(D)
	Potassic materials:						
147401	Muriate of potash, including all grades converted to 60 to 62 percent K_2O basis 1,000 s tons	(D)	(D)	(X)	29.4	3.4	(X)
147402	Other potash bearing materials (potassium sulfate, etc.) do	(D)	(D)	(X)	*4.4	.7	(X)
190029	Inert fillers, secondary plant food, and soil conditioners, including sand, limestone, peat, nut hulls, citrus meals, etc. (100% H_2SO_4) do	(S)	25.0	(X)	(S)	2.5	(X)
281930	Sulfuric acid (new and spent) do	(D)	(D)	(NA)	(D)	(D)	(D)
147501	Phosphate rock do	(D)	(D)	(X)	(D)	(D)	(X)
147901	Sulfur 1,000 l tons	(D)	(D)	(X)	(D)	(D)	(X)
131152	Natural gas used as raw material, including feedstock and process heat bil cu ft	289.5	462.9	(X)	*224.7	622.7	(X)
267000	Bags, except textile, including shipping sacks, multiwall bags, and polyethylene liners	(X)	5.2	(X)	(X)	4.6	(X)
970099	All other materials and components, parts, containers, and supplies	(X)	142.9	(X)	(X)	322.4	(X)
971000	Materials, containers, and supplies, n.s.k.[2]	(X)	73.1	(X)	(X)	97.5	(X)
	INDUSTRY 2874, PHOSPHATIC FERTILIZERS						
	Materials, containers, and supplies	**(X)**	**2 417.5**	**(X)**	**(X)**	**2 630.6**	**(X)**
	Nitrogenous materials:						
287312	Ammonia, synthetic, anhydrous (100% NH_3) 1,000 s tons	*2 298.7	249.5	(NA)	1 821.8	277.4	907.4
287313	Ammoniating or nitrogen solutions, including mixtures containing urea (100% N) do	(S)	4.2	(NA)	(S)	13.6	22.0
287314	Ammonium nitrate, including solutions (100% NH_4NO_3) do	(D)	(D)	(NA)	(S)	14.2	(D)
287315	Ammonium sulfate (100% $(NH_4)_2SO_4$) do	(S)	2.1	(NA)	*202.2	13.2	10.7
287321	Urea (100% $CO(NH_2)_2$) do	32.0	4.1	(NA)	*126.3	19.4	(D)
287316	Other nitrogenous materials, including potassium nitrate, calcium cyanamide, ammonium nitrate, and limestone mixtures do	(D)	(D)	(NA)	*9.9	2.4	(D)
	Phosphatic materials:						
287422	Superphosphate - total used in mixed goods (100% P_2O_5) 1,00 s tons	*66.4	4.2	(NA)	(S)	26.5	(D)
287410	Phosphoric acid (100% P_2O_5) do	913.9	213.0	(NA)			
287429	Other phosphatic materials (including diammonium phosphate and monoammonium phosphate) (100% P_2O_5) do	9 211.6	17.2	(X)	*1 139.1	332.0	(D)
	Potassic materials:						
147401	Muriate of potash, including all grades converted to 60 to 62 percent K_2O basis 1,000 s tons	198.4	15.0	(X)	*432.5	48.9	(X)
147402	Other potash bearing materials (potassium sulfate, etc.) do	64.1	7.1	(X)	249.1	28.1	(X)
190029	Inert fillers, secondary plant food, and soil conditioners, including sand, limestone, peat, nut hulls, citrus meals, etc. do	(S)	8.2	(X)	**981.6	11.2	(X)
281930	Sulfuric acid (new and spent) (100% H_2SO_4) do	*2 915.8	94.2	(NA)	(S)	69.2	(D)
147501	Phosphate rock do	*31 066.2	608.9	(X)	23 406.6	559.9	(X)
147901	Sulfur 1,000 l tons	*7 461.7	876.0	(X)	6 301.1	840.6	(X)
131152	Natural gas used as raw material, including feedstock and process heat bil cu ft	**27.5	35.3	(X)	**19.1	68.8	(X)
267000	Bags, except textile, including shipping sacks, multiwall bags, and polyethylene liners	(X)	5.0	(X)	(X)	6.9	(X)
970099	All other materials and components, parts, containers, and supplies	(X)	175.0	(X)	(X)	217.0	(X)
971000	Materials, containers, and supplies, n.s.k.[2]	(X)	97.3	(X)	(X)	81.3	(X)

See footnotes at end of table.

Table 3. **Materials Consumed by Kind: 1987 and 1982**—Con.

[Includes quantity and cost of materials consumed or put into production by establishments classified only in this industry. For further explanation, see Cost of Materials in appendix. For meaning of abbreviations and symbols, see introductory text]

1987 material code	Material	1987		1982	
		Quantity[1]	Delivered cost (million dollars)	Quantity[1]	Delivered cost (million dollars)
	INDUSTRY 2875, FERTILIZERS, MIXING ONLY				
	Materials, containers, and supplies	**(X)**	**872.8**	**(X)**	**1 071.9**
	Nitrogenous materials:				
287312	Ammonia, synthetic, anhydrous (100% NH_3) — 1,000 s tons	*92.6	12.9	**110.0	20.0
287313	Ammoniating or nitrogen solutions, including mixtures containing urea (100% N) — do	*114.2	14.3	**246.3	28.4
287314	Ammonium nitrate, including solutions (100% NH_4NO_3) — do	**213.2	27.3	*235.4	39.1
287315	Ammonium sulfate (100% $(NH_4)_2SO_4$) — do	*388.5	27.3	**330.6	25.7
287321	Urea (100% $CO(NH_2)_2$) — do	**304.0	45.2	190.5	35.8
287316	Other nitrogenous materials, including potassium nitrate, calcium cyanamide, ammonium nitrate, and limestone mixtures — do	55.8	12.1	**85.2	19.7
	Phosphatic materials:				
287422	Superphosphate - total used in mixed goods (100% P_2O_5) — 1,00 s tons	*304.7	27.3	(S)	71.9
287410	Phosphoric acid (100% P_2O_5) — do	145.5	36.1	*223.3	58.6
287429	Other phosphatic materials (including diammonium phosphate and monoammonium phosphate) (100% P_2O_5) — do	4 228.9	78.8	(S)	82.3
	Potassic materials:				
147401	Muriate of potash, including all grades converted to 60 to 62 percent K_2O basis — 1,000 s tons	712.4	67.3	*991.0	132.1
147402	Other potash bearing materials (potassium sulfate, etc.) — do	**159.3	22.2	*143.7	26.3
190029	Inert fillers, secondary plant food, and soil conditioners, including sand, limestone, peat, nut hulls, citrus meals, etc. — do	(S)	32.8	(S)	19.0
281930	Sulfuric acid (new and spent) (100% H_2SO_4) — 1,000 s tons	(S)	3.3	*68.4	3.5
147501	Phosphate rock — do	(S)	.5	(3)	(3)
147901	Sulfur — 1,000 l tons	21.6	2.7	10.8	1.9
267000	Bags, except textile, including shipping sacks, multiwall bags, and polyethylene liners	(X)	20.1	(X)	15.7
970099	All other materials and components, parts, containers, and supplies	(X)	91.1	(X)	[3]144.3
971000	Materials, containers, and supplies, n.s.k.[2]	(X)	351.5	(X)	347.6
	INDUSTRY 2879, AGRICULTURAL CHEMICALS, N.E.C.				
	Materials, containers, and supplies	**(X)**	**2 126.9**	**(X)**	**2 156.6**
	Solvents:				
291104	Petroleum distillates — mil lb	(S)	57.4	*216.4	48.9
286926	Other synthetic organic chemical solvents — do	431.1	181.1	**308.8	127.4
329512	Inorganic carriers; including granular, dusts, and powders — do	(S)	25.6	*645.8	46.6
	Toxicants:				
286941	Synthetic organic pesticides and related synthetic organic agricultural chemicals — mil lb	**487.0	623.0	*611.9	662.9
281907	Inorganic chemicals — do	(S)	91.6	**600.4	136.8
284301	Surfactants	(X)	25.2	(S)	44.8
	Containers:				
308015	Plastics	(X)	58.6	(X)	27.6
265001	Paperboard containers, boxes, and corrugated paperboard	(X)	53.2	(X)	29.1
340001	Metal	(X)	24.1	(X)	48.1
970099	All other materials and components, parts, containers, and supplies	(X)	833.5	(X)	819.5
971000	Materials, containers, and supplies, n.s.k.[2]	(X)	148.6	(X)	164.9

[1]For some establishments, data have been estimated from central unit values which are based on quantity-cost relationships of reported data. The following symbols are used when percentage of each quantity figure estimated in this manner equals or exceeds 10 percent of published figure: * 10 to 19 percent estimated; ** 20 to 29 percent estimated. If 30 percent or more is estimated, figure is replaced by (S).

[2]Total cost of materials of establishments that did not report detailed materials data, including establishments that were not mailed a form.

[3]For 1982, material code 147501 was included with material code 970099 to avoid disclosing data for individual companies..

APPENDIX
Scope and Coverage and Explanation of Terms

GENERAL

The 1987 Census of Manufactures is the 32nd census of manufacturing establishments conducted in the United States. For 1987, it was conducted as part of the economic censuses, which included the censuses of mineral industries, construction industries, retail and wholesale trades, service industries, selected transportation activities, and minority-owned and women-owned businesses, under authority of title 13 of the United States Code. Title 13 specifies that an economic census be conducted every 5 years to cover years ending in 2 and 7.

SCOPE AND COVERAGE

Establishment Basis of Reporting

The census of manufactures is conducted on an establishment basis. All manufacturing establishments with one paid employee or more at any time during the year are covered by the census of manufactures. Therefore, a company operating at more than one location is required to file a separate report for each location. This report excludes information for separately operated administrative offices, warehouses, garages, and other auxiliary units which service manufacturing establishments of the same company. Where these auxiliary operations are conducted at the same location as the manufacturing operation, they are usually included in the report for the operating manufacturing establishment.

Use of Administrative Records

From a universe of approximately 350,000 manufacturing establishments in the 1987 Census of Manufactures, approximately 150,000 small single-establishment companies were excused from filing reports. Selection of the small establishment nonmail cases was done on an industry-by-industry basis. A variable cutoff was used to determine those establishments for which administrative records were to be used in place of a census report. The cutoffs were selected so the administrative-record cases would account for approximately 3 percent or less of the value of shipments for the industry. These cutoffs were then adjusted so that all single-establishment companies with less than 5 employees were excluded from the mail canvass, while all establishments with more than 20 employees were included. Where establishments in the 5 to 20 employee size range were included in the mail canvass, an abbreviated census form was frequently used.

For these nonmail establishments, (and a small number of larger establishment whose reports were not received at the time the data were tabulated) data on employment, payroll, and receipts were obtained from administrative records of other government agencies rather than from census forms. The administrative-record information was then used in conjunction with industry averages to estimate the data for these establishments. The value of shipments and cost of materials were not distributed among specific products and materials but were included in the product and material "not specified by kind" (n.s.k.) categories.

EXPLANATION OF TERMS

Number of establishments and companies–A separate report was required for each manufacturing establishment (plant) with one employee or more. An establishment is defined as a single physical location where manufacturing is performed. A company, on the other hand, is defined as a business organization consisting of one establishment or more under common ownership or control.

All employees–Includes all full-time and part-time employees on the payrolls at any time during the year. Included are all persons on paid sick leave, paid holidays, and paid vacations. Officers of corporations are included as employees; proprietors and partners of unincorporated firms are excluded. The "all employees" number is the average number of production workers plus the number of other employees in mid-March. The number of production workers is the average of those for midmonth payroll periods of March, May, August, and November.

Production workers–Includes workers up through the working-supervisor level engaged in fabricating, processing, assembling, inspecting, receiving, packing, warehousing, shipping (but not delivering), maintenance, repair, janitorial, guard services, product development, auxiliary production for plant's own use (e.g., powerplant), recordkeeping, and other closely associated services. Truckdrivers delivering ready-mixed concrete are also included in production workers.

Other employees–Includes nonproduction personnel, including those engaged in the following activities: supervision above working-supervisor level, sales (including driver/salespersons), sales delivery (truckdrivers and helpers), advertising, credit collection, installation and

servicing of own product, clerical and routine office functions, executive, purchasing, finance, legal, personnel (including cafeteria, etc.), professional, and technical employees.

Payroll–Includes the gross earnings for the "employees" defined above, such as salaries, wages, commissions, dismissal pay, bonuses, vacation and sick leave pay, and compensation in kind, prior to such deductions as employees' Social Security contributions, withholding taxes, group insurance, union dues, and savings bonds. Respondents were told that in reporting they could follow the definition of payrolls used for calculating the Federal withholding tax.

Production-worker hours–Covers hours worked or paid for at the plant, including actual overtime hours (not straight-time equivalent hours). It excludes hours paid for vacations, holidays, or sick leave when the employee was not at the plant.

Cost of materials–Refers to direct charges actually paid or payable for items consumed or put into production during the year, including freight charges and other direct charges incurred by the establishment in acquiring these materials. It includes the cost of materials or fuels consumed, regardless of whether they were purchased by the individual establishment from other companies, transferred to it from other establishments of the same company, or withdrawn from inventory during the year.

The important components of this cost item are (a) all raw materials, semifinished goods, parts, containers, scrap, and supplies put into production or used as operating supplies and for repair and maintenance during the year; (b) electric energy purchased; (c) fuels consumed for heat, power, or generating electricity; (d) work done by others on materials or parts furnished by manufacturing establishments (contract work); and (e) products bought and resold in the same condition.

Specific materials consumed (table 3)–In addition to the total cost of materials which every establishment was required to report, information was also collected for most manufacturing industries on the consumption of major materials used in manufacturing. These inquiries were restricted to those materials which were important parts of the cost of production in a particular industry and for which cost information was available from manufacturers' records. Establishments consuming less than a specified amount (usually $10,000) of a specific material were not requested to report consumption of that material separately. Also, the cost of materials for the small establishments for which administrative records were used was estimated as "not specified by kind" (n.s.k.).

Value of shipments and other receipts–Generally refers to received or receivable net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts such as receipts for contract work performed for others, installation and repair receipts, sale of scrap, and sale of products bought and resold without further processing. Included are all items made by or for the establishment from materials owned by it whether sold, transferred to other plants of the same company, or shipped on consignment. The net selling value of products made in one plant on a contract basis from materials owned by another was reported by the plant providing the materials.

In a few industries, the value of production or value of work completed is used instead of value of shipments. These industries are identified in the introduction and are footnoted in table 1.

In the case of multiunit companies, the manufacturer was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, that is, including not only the direct costs of production but also a reasonable proportion of "all other costs" (including company overhead and profit).

Shipments or production of individual products (table 2)–In the 1987 census, detailed shipment information was collected for approximately 11,000 individual products. These products are identified by a seven-digit code and are grouped into approximately 1,500 classes of products, which in turn are primary to 459 four-digit industries. Data at the five-digit product-class level have been collected each year as part of the annual survey of manufactures. Information at the seven-digit level, collected for many industries in the current industrial reports program, is not included in this table.

Value added by manufacture–This measure of manufacturing activity is derived by subtracting the cost of materials, supplies, containers, fuel, purchased electricity, and contract work from the value of shipments for products manufactured plus receipts for services rendered. The result of this calculation is then adjusted by the addition of value added by merchandising operations (that is, the difference between the sales value and cost of merchandise sold without further manufacturing, processing, or assembly) plus the net change in finished goods and work-in-process inventories between the beginning and end of the year.

For those industries where value of production is collected instead of value of shipments (see footnote in table 1), value added is adjusted only for the change in work-in-process inventories between the beginning and end of the year. For those industries where value of work done is collected, the value added does not include an adjustment for the change in finished goods or work-in-process inventories.

Value added avoids the duplication in the figure for value of shipments which results from the use of products of some establishments as materials by others. Value

added is considered to be the best value measure available for comparing the relative economic importance of manufacturing among industries and geographic areas.

Expenditures for new plant and equipment–Establishments in operation and any known plants under construction were asked to report their expenditures for (a) permanent additions and major alterations to manufacturing establishments and (b) new machinery and equipment used for replacement and additions to plant capacity if they are of the type for which depreciation accounts are ordinarily maintained.

These totals exclude expenditures for used plant and equipment, expenditures for land, and cost of maintenance and repairs charged as current operating expenses. Data for used plant and equipment will be published in the final industry bulletin.

End-of-year inventories–Comprised of (a) finished products; (b) work-in-process; and (c) materials, supplies, fuels, etc. Beginning in 1982, respondents were asked to report their inventories at (the lower of) cost or market prior to adjustment to LIFO cost. This is a change from prior years in which respondents were permitted to value their inventories using any generally accepted accounting method. Therefore, 1982 through 1987 data for inventories are not strictly comparable to prior-year data.

Specialization and coverage ratios–An establishment is classified in a particular industry if its shipments of primary products of the industry exceed in value its shipments of the products of any other single industry. An establishments' shipments include those products assigned to an industry (primary products), those considered primary to other industries (secondary products), and receipts for miscellaneous activities (merchandising, contract work, resales, etc.). The following ratios have been developed to measure the relationship of primary product shipments to the data on shipments for the industry shown in table 1 and data on product shipments shown in table 2.

Specialization ratio–Represents the ratio of primary product shipments to total product shipments (primary and secondary, excluding miscellaneous receipts) for the establishments classified in the industry.

Coverage ratio–Represents the ratio of primary products shipped by the establishments classified in the industry to the total shipments of such products that are shipped by all manufacturing establishments, wherever classified.